

DETAILED ACTION

1. The following is an Allowance in response to communications filed on 2/14/2011.
2. Claims 1-2 and 4-14. Claim 3 is cancelled.

EXAMINER'S AMENDMENT

3. An examiner's amendment to the record appears below. Should the changes and/or additions be unacceptable to applicant, an amendment may be filed as provided by 37 CFR 1.312. To ensure consideration of such an amendment, it MUST be submitted no later than the payment of the issue fee.

Authorization for this examiner's amendment was given by Attorney Sean Parmenter on April 25, 2011.

AMENDMENT TO THE CLAIMS

Claim 1 (Currently Amended) A method for discovering sales opportunities within a sales territory, the method comprising:

identifying, for each customer in a set of one or more customers within the sales territory, a first set of products and/or services for the customer, wherein each product or service in the first set of products and/or services of the customer is identified as satisfying one or more needs of the customers;

identifying, with one or more processors associated with one or more computer systems, for each customer in the set of customers within the sales territory, a second

set of products and/or services for the customer, wherein the second set of products and/or services identifies a provider entity for each product or service in the second set of products and/or services determined to be currently or formerly installed at a customer site of the customer or to be currently or formerly in use by the customer;

determining, with one or more processors associated with one or more computer systems, sales opportunities within the sales territory that indicate at least one of:

a third set of products and/or services offered for sale by at least one salesperson associated with the sales territory that satisfy one or more customer needs, the third set of products and/or services determined based on a match with one or more products and/or services from the first set of products and/or services of at least one customer in the set of customers within the sales territory, and

a fourth set of products and/or services offered for sale by at least one salesperson associated with the sales territory that the customers are likely to consider purchasing, the fourth set of products and/or services determined based on a match with one or more products and/or services from the second set of products and/or services of at least one customer in the set of customers within the sales territory;

formulating a search based at least in part on a selection of one or more parameters related to the customers within the sales territory in the salesperson's sales network and products and/or services offered for sale by a given salesperson; and

generating results of the search to be displayed to the given salesperson for the customers in the sales territory, the results of the search including at least the determined sales opportunities, the first set of products and/or services for each customer, and the second set of products and/or services for each customer.

REASONS FOR ALLOWANCE

4. The following is the Examiner's statement of reasons for allowance:

The closest prior art of record is Cook (US 2002/0059095), Johnson et al (US 6067525) and Weston (2004/0093262).

Cook teaches a system for managing customer lead information, including receiving sales information based on a sales territory and products that originate from the employer of the salesperson and generating products that customers are likely to consider purchasing.

Johnson teaches a sales force management system including presenting companies product information side by side with a competitor's product.

Weston teaches a method for analyzing the sale of products including providing information regarding unknown product affiliations for previously sold or purchased products.

Cook, Johnson or Weston, alone or in combination fails to teach identifying for each customer in the set of customers within the sales territory, a second set of products and/or services for the customer, wherein the second set of products and/or services identifies a provider entity for each product or service in the second set of

products and/or services determined to be currently or formerly installed at a customer site of the customer or to be currently or formerly in use by the customer in accordance with the independent claims.

Any comments considered necessary by applicant must be submitted no later than the payment of the issue fee and, to avoid processing delays, should preferably accompany the issue fee. Such submissions should be clearly labeled "Comments on Statement of Reasons for Allowance."

Conclusion

5. The prior art made of record and not relied upon is considered pertinent to applicant's disclosure.

Reed et al. (US 5862325), regarding computer system for defining control structure including database search ability for product information;

Gold et al. (US 2002/0032610), regarding receiving sales data information and response delivery;

Schultze (US 7047206), regarding lead distribution and processing system.

6. Any inquiry concerning this communication or earlier communications from the examiner should be directed to BRANDI P. PARKER whose telephone number is (571) 272-9796. The examiner can normally be reached on Mon-Fri. 8-5pm.

If attempts to reach the examiner by telephone are unsuccessful, the examiner's supervisor, Lynda C. Jasmin can be reached on (571) 272-6782. The fax phone number for the organization where this application or proceeding is assigned is 571-273-8300.

Information regarding the status of an application may be obtained from the Patent Application Information Retrieval (PAIR) system. Status information for published applications may be obtained from either Private PAIR or Public PAIR. Status information for unpublished applications is available through Private PAIR only. For more information about the PAIR system, see <http://pair-direct.uspto.gov>. Should you have questions on access to the Private PAIR system, contact the Electronic Business Center (EBC) at 866-217-9197 (toll-free). If you would like assistance from a USPTO Customer Service Representative or access to the automated information system, call 800-786-9199 (IN USA OR CANADA) or 571-272-1000.

/BRANDI P PARKER/
Examiner, Art Unit 3624
4/25/2011

/Romain Jeanty/
Primary Examiner, Art Unit 3624